

**GARY LOCKE**  
Governor



**STATE OF WASHINGTON**  
**OFFICE OF THE GOVERNOR**

***P.O. Box 40002 □ Olympia, Washington 98504-0002 □ (360) 753-6780 □ TTY/TDD (360) 753-6466***

**Media contacts:**

Kirsten Kendrick or Roger Nyhus, Governor's Communications Office, 360-902-4136;  
Sharon Wallace, Department of Community, Trade and Economic Development, 360-725-4019;  
Mike Louisell, Washington State Department of Agriculture, 360-902-1813

## **Gov. Gary Locke to Lead Second International Trade Mission to China**

OLYMPIA – Sept. 10, 2003 – Gov. Gary Locke today announced he would lead an international trade mission to China next month to promote bi-lateral trade, tourism and investment in Washington state. The mission is scheduled for Oct. 11-18.

China is the state's second largest trading partner and offers exceptional opportunities for business development for Washington companies and for educational and cultural exchanges.

The purpose of the mission is to promote two-way trade, which is vital to Washington's economy, generating \$95 billion per year overall and making Washington the fourth largest exporting state in the U.S. The mission will focus on agriculture and high technology, and will help the state continue its economic development efforts.

"We are focused on creating jobs in these tough economic times," Locke said. "Our trade missions yield results. They create more opportunities for Washington farmers and businesses, and more jobs for Washington citizens."

Joining the governor on the mission will be Martha Choe, director of the state Department of Community, Trade and Economic Development (CTED); and Valoria Loveland, director of the Washington State Department of Agriculture (WSDA); as well as business and agricultural leaders from around the state. Approximately 70 delegates are currently signed up to participate.

"China promises great opportunities for Washington state companies," Choe said. "One specific opportunity is the 2008 Beijing Olympics. China will invest more than \$26 billion to prepare and implement the world games. Already Washington companies are benefiting from this investment and there are opportunities for more of our companies to participate. China is and should continue to be a top trade and tourism market for Washington state."

Loveland said, "China is our fifth largest market for Washington's agricultural exports and it's critical for us to continue to develop trade there. Our goals are to continue to expand existing trade in fruits, French fries, consumer-ready grocery items, and seafood; seek out new marketing opportunities for additional products; and be an advocate for trade policies that benefit our

growers. We will build on the successes of past trade missions and gain new insights on how to do more business in China.”

Meetings are planned with top Chinese government officials and corporate leaders, in addition to other trade and economic development activities. The delegation will visit the cities of Beijing, Guangzhou and Shanghai. Details of the governor’s scheduled activities include:

**Beijing (Oct. 13-14)**

- Open a new Starbucks store

**Guangzhou (Oct. 14-16)**

- Present awards to Chinese importers of Washington apples

**Shanghai (Oct. 17-18)**

- Conduct a seminar to attract Chinese business investment to Washington state

Locke will also promote sales of Boeing airplanes to Chinese airlines and urge Chinese airlines to initiate direct passenger service between China and SeaTac Airport. The governor will also try to mitigate some of the Chinese barriers to the import of Washington potatoes.

Washington state exported \$3.5 billion in products to China in 2002, making it Washington’s second largest export market (Japan is first). While the aerospace sector comprised the majority of the state’s exports in 2002 (approximately \$3.1 billion), exports by other industries such as paper/wood products, food and agriculture, electronics, industrial machinery, and medical/surgical equipment are strong and have considerable growth potential. A recent CTED study ranked China as the No. 1 future export market by Washington state companies.

Locke has made two trips to China since he became governor in 1997: one official trade mission in 1997, and a special trip with Boeing in December 2002 to help promote Boeing airplanes, celebrate the 30<sup>th</sup> anniversary of U.S.-China trade relations and promote Washington companies to assist in preparations for the 2008 Olympics in Beijing.

“We are all excited about the great potential of this trade mission,” Locke said. “I have confidence in the delegation we’ve assembled. Our itinerary is very ambitious – but very promising. We will work hard to advance our state’s position as a leader in two-way trade with China. We are confident that we will return with new opportunities for Washington businesses and farmers, which will translate into more jobs for the citizens of our state.”

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